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AGRICULTURAL COOPERATION

November 2, 1929

Vol. VII, No. 22.

COOPERATIVE EGG AND POULTRY MARKETING

Eggs and poultry have been marketed cooperatively with more or less regularity since 1874 when the Grangers tried to establish their own sales agency in Chicago. The oldest of the existing marketing associations is located in the fertile valley of Central California. This association was formed in 1913. Prior to that date there had been an association of producers at Santa Rosa, Calif., which had operated successfully for a number of years.

In nine years the cooperative marketing of poultry and poultry products has increased from a business of about \$10,000,000 to a business of nearly \$50,000,000, with the prospect that in a season or two more the annual business will amount to \$100,000,000.

Of the 130 odd associations active to-day, all but one have been formed since 1915, and all but nine since 1920.

About four-fifths of the total cooperative business in poultry and eggs is being handled by seven associations all located west of the Mississippi River. The largest of these associations was formed in 1916. Its annual sales of eggs and poultry now amount to more than \$13,000,000.

LEGAL, ECONOMIC, AND ORGANIZATION INFORMATION
COLLECTED BY THE
DIVISION OF COOPERATIVE MARKETING
FEDERAL FARM BOARD
WASHINGTON, D.C.

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EGG BUSINESS IN EGGS AND POULTRY

More than 4,000,000 cases of eggs, 15,500,000 pounds of live poultry and 10,500,000 pounds of dressed poultry were marketed cooperatively in 1928. One hundred thirty-nine farmers' organizations engaged in receiving and marketing eggs and poultry are now operating in 32 states. Of the 139 associations, 34 are strictly egg-marketing organizations and 33 are handling poultry only. Of the 33 associations, 16 are live poultry marketing associations, 16 are handling dressed poultry and only 1 association is handling both live and dressed poultry. Sixteen of the poultry associations are engaged in marketing turkeys; 14 of these are handling dressed turkeys and 2, live turkeys. There are 66 cooperative associations handling both eggs and poultry. Baby chicks are being hatched and marketed by 4 farmers' organizations and there are 2 duck marketing associations now active.

A larger quantity of eggs has been handled cooperatively each year since 1920 and the sales value of these eggs has increased yearly. Five associations reported handling over 700,000 cases of eggs with a sales value of over \$9,500,000 in 1920. Last year's cooperative egg business was reported by about 50 associations handling about 4,000,000 cases of eggs with a sales value of \$39,500,000. Figures for the quantity of eggs received and the sales value of these eggs are shown in the table below:

Year	Eggs received		Sales value	
	Assns.	Quantity	Assns.	Amount
	reporting		reporting	
	(Number)	(Cases	(Number)	
1920	5	736,257	4	\$ 9,796,396
1921	8	1,196,773	6	10,480,165
1922	13	1,297,621	9	11,435,272
1923	19	1,683,041	11	13,803,058
1924	42	2,147,738	41	21,303,487
1925	51	2,649,086	52	28,180,032
1926	43	2,992,314	43	28,858,919
1927	29	3,233,570	29	25,948,274
1928	53	4,140,466	51	39,564,224

Included in the above figures for eggs are 108,015 cases which were received and marketed by the Land O'Lakes Creameries, Inc., Minneapolis, during 1928. Most of these eggs were delivered by farmers to member-creameries of the Land O'Lakes organization and, forwarded by the creameries to the over-head organization for marketing.

Live poultry received and marketed by cooperative associations has been reported since 1920. One association transacted a business of \$46,361 in 1920, and in 1928 thirty-eight associations reported receiving over

15,500,000 pounds of live poultry with a sales value of over \$3,600,000. The business of these associations for the 1920-28 period is shown in the table below:

Year	Live poultry received		Sales value	
	Assns. reporting	Quantity	Assns. reporting	Amount
	(Number)	(Pounds)	(Number)	
1920	--	-----	1	\$ 46,361
1921	1	737,361	2	217,684
1922	3	1,103,215	4	303,783
1923	6	4,540,039	5	540,302
1924	25	12,879,971	25	3,026,408
1925	27	12,263,541	30	2,818,808
1926	30	17,649,154	33	3,959,924
1927	17	13,179,451	20	2,926,893
1928	33	15,512,261	39	3,647,217

In 1926 a larger quantity of dressed poultry was handled by cooperative associations than for any twelve-month period. For that year, more than 20,400,000 pounds of dressed poultry having a sales value of \$6,000,000 was received and sold. Ten producers' associations for handling dressed poultry have been organized in the past two years, all of which are engaging in the marketing of turkeys. Figures for the associations which have reported during the 1922-1928 period are given in the table below:

Year	Dressed poultry received		Sales value	
	Assns. reporting	Quantity	Assns. reporting	Amount
	(Number)	(Pounds)	(Number)	
1922	-	-----	1	\$ 134,867
1923	3	994,254	3	469,000
1924	9	3,552,428	10	1,029,078
1925	14	12,163,075	16	3,656,426
1926	20	20,484,622	20	6,089,599
1927	14	7,316,708	15	2,427,533
1928	22	10,528,107	22	3,334,434

Both live and dressed poultry was handled by the Land O'Lakes Creameries, Inc., in 1928. A total of 792,418 pounds of live poultry was received, also 1,196,785 pounds of dressed poultry.

In addition to the eggs handled by the associations listed as egg and poultry marketing organizations, an unknown quantity of eggs is received and marketed each year as a sideline activity by farmers' stores, creameries, cheese factories, livestock shipping associations, etc.

RULES FOR INSURING QUALITY EGGS

According to the by-laws of the Madison County Poultry Association, Madisonville, Texas, every bad egg reaching a consumer shall be replaced by one dozen good eggs and the offending producer shall write a letter of apology direct to the complainant. Another rule is that all eggs, in order to carry the association stamp shall be infertile and shall weigh at least 24 ounces to the pound. No eggs more than four days old shall be sold through the association.

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STORING EGGS PAID ALABAMA FARMERS

Storing eggs during the flush season has brought an extra 10 to 15 cents per dozen to the 24 Alabama farmers who tried it last spring, under the guidance of the Alabama Farm Bureau Federation, the State Extension Service and county farm bureaus. The Alabama Farm Bureau Credit Corporation financed the project.

When eggs fell to 20 cents per dozen or less last spring, the farmers were encouraged to store them for sale in the summer months. The farmers delivered 196 cases or 5,880 dozens, for which they received 20 cents on delivery. These eggs were sold later at prices ranging from 34 to 40 cents and, after storage and handling charges were deducted, the farmers received from 10 to 15 cents additional, or about \$4 per case more than of they had sold the eggs in the spring.

The 24 farmers who stored their eggs live in 15 counties.

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CANADIAN EGG ASSOCIATION CONDUCTS BIG HATCHERY

Hatching chickens is an important part of the work of the Maritime Cooperative Egg and Poultry Exchange, Saint John, N.B. This association, which serves the egg circles of both Nova Scotia and New Brunswick, started its hatchery in 1927 with a capacity of 7,000 eggs. That year it hatched 18,600 chicks. In 1928 the capacity of the hatchery was increased to 19,000 eggs, and the output was 51,000 chicks. This year, owing to the adoption of "blood testing," the capacity of the plant was not increased, but 55,000 chicks were hatched and the incubators were electrified. This made a total of 124,600 chicks in the three years.

Each of the three seasons it has been impossible to supply the demand for chicks during April and May, and many chicks were imported from other provinces. To help meet this demand the association is planning to install a large new all-electric incubator which will bring the total capacity of the plant to 31,000 eggs at a time.

Shipments of poultry to August 31, amounted to 42,270 pounds compared with 35,790 pounds last year. These shipments have been to Montreal and Boston.

PERCENTAGE OF CITRUS FRUIT MARKETED COOPERATIVELY

Figures showing the approximate percentages of California and Florida citrus fruit marketed cooperatively have been compiled for the years beginning with 1920. Cooperative shipments from California have been about 84 per cent of total shipments from the state. For the marketing season of 1921-22 these shipments were but 78.5 per cent of the total shipments. The following year, however, they were 85.2 per cent and the season ending with October of 1928 they were 85.7 per cent.

Cooperative shipments from Florida have ranged from 25.2 per cent to 33 per cent of all shipments. The latter percentage is for the marketing season ending with September of 1929.

Cooperative shipments for the whole country for the six years for which data are available, have varied from 51.2 per cent to 59.4 per cent as will be noted by the figures below:

Marketing season	California Fruit Growers' Exchange* (Per cent)	California cooperative shipments* ** (Per cent)	Florida Citrus Exchange shipments*** (Per cent)	California and Florida shipments# ## (Per cent)
1920-21	73.7	83.3	----	----
1921-22	70.0	78.5	----	----
1922-23	76.9	85.2	29.2	59.4
1923-24	73.5	82.8	26.0	51.2
1924-25	78.1	85.9	31.6	53.9
1925-26	73.8	84.5	25.6	55.6
1926-27	72.9	84.3	26.3	54.3
1927-28	76.0	85.7	25.2	55.5
1928-29	----	----	33.0	----

* As a percentage of total shipments from state in carlots.

** California Fruit Growers' Exchange and Mutual Orange Distributors.

*** As a percentage of Florida production in boxes.

Percentage of production in boxes for all states.

California Fruit Growers' Exchange, Mutual Orange Distributors, and Florida Citrus Exchange.

About three-fourth of the citrus shipments from California are made by the California Fruit Growers' Exchange, Los Angeles, one of the largest and most successful cooperatives in the United States. The yearly percentages have varied from 70 per cent for the 1921-22 season to 78.1 per cent for the 1924-25 season, as will be noted by the figures given above.

FRUIT SHIPMENTS BY CALIFORNIA COOPERATIVE

During the eight years since 1921 more than 18 million boxes of fruits have been marketed through the Mutual Orange Distributors, Redlands, Calif. Eighty-five per cent of the total quantity was oranges, 6 per cent, lemons; about 5 per cent, grapefruit; and about 4 per cent, miscellaneous fruits. The marketing season in which the biggest business was handled was that ending in October of 1927. In the 12 preceding months a total of 3,160,522 boxes of fruit was shipped. Shipments for the 1928-29 season amounted to 3,015,681 boxes to the first of August. the quantity of fruit of different kinds handled for each of the eight marketing seasons is as follows:

Marketing season	Oranges		Lemons	Grapefruit	Miscellaneous	Total
	Valencias	Navels				
	(Boxes)	(Boxes)	(Boxes)	(Boxes)	(Boxes)	(Boxes)
1921-22	609,421	407,796	129,976	47,548½	35,402	1,230,143½
1922-23	927,216	802,549	58,549½	60,927	103,389	1,952,630½
1923-24	1,025,331	948,278	113,345	76,042	117,752	2,280,748
1924-25	648,408	607,532	86,250	76,906	72,369	1,491,464
1925-26	1,401,979	914,748	132,652	111,145	146,489	2,707,013
1926-27	1,570,228	1,104,157	219,863	130,087	136,187	3,160,522
1927-28	1,002,319	945,327	140,241	138,381	91,321	2,317,589
1928-29*	1,004,074	1,556,728	208,082	174,695	72,102	3,015,681

* To end of July.

While total shipments by the Distributors increased 145 per cent during the nine-year period, total shipments of citrus fruit from California increased but 7 per cent.

The percentages which Mutual Orange Distributors' shipments have been of of the total shipments from the state are as follows: 1920-21, 9.6 per cent; 1921-22, 8.5 per cent; 1922-23, 8.3 per cent; 1923-24, 9.3 per cent; 1924-25, 7.8 per cent; 1925-26, 10.7 per cent; 1926-27, 11.4 per cent; 1927-28, 9.7 per cent.

This association was formed in 1906 by ten citrus growers, by 1924 its membership consisted of 33 affiliated local units or packing house associations, with about 25,000 members. The function of these units is to own and control packing houses and to pick, haul, pack and load the products to be handled for member fruit growers.

Most of the fruit is sold in the United States although during recent years shipments have been made to European markets.

EIGHTEENTH YEAR FOR CALIFORNIA ORANGE COOPERATIVE

In the year ending August 31, 1929, the West Ontario Citrus Association of Narod, Ontario, Calif., shipped 599½ cars of oranges, for which the credits to growers amounted to \$450,331. Other credits included \$9,182 from the Orange Products Company for the 1926-27 season; a refund of \$7,604 on box shook for the 1927-28 season, and a refund on railroad claims for 1924-25 and 1926-27, amounting to \$2,005. These items brought the total credits to growers to \$469,124.

Cost of picking for 1923-29 averaged 7.03 cents on navel oranges; 8.25 on Valencias, and 12.42 on other varieties. Packing reservations totaled 53.76 cents, including items for insurance, taxes, and depreciation; precooling and icing averaged 8.40; bringing the cost of packing, precooling and icing to 62.16 cents per box, slightly less than last year when the figure was 65.76 cents.

This association was organized July 22, 1911, and is affiliated with the California Fruit Growers Exchange, Los Angeles. In 1913 it reported 71 members and net returns to growers of \$100,000. Available figures regarding operations are given below:

Season	Number of members	Cars shipped	Sales	Paid growers
1912-13	71	---	- - - -	\$100,000
1913-14	79	---	\$200,000	- - - -
1915-16	114	200	- - - -	103,952
1916-17	123	246	- - - -	142,759
1918-19	139	280	350,477	311,319
1919-20	141	308	393,089	329,328
1920-21	147	414	450,170	338,910
1921-22	152	194	280,522	231,362
1922-23	165	509	370,382	274,323
1923-24	178	593½	492,403	366,424
1924-25	189	619	- - - -	667,033
1925-26	---	443	- - - -	682,941
1926-27	---	528	- - - -	527,261
1927-28	* 281	637¾	- - - -	1,014,872
1928-29	---	599½	- - - -	450,331

* Number of active members, 159. "Many have left the section whose names are still on the rolls."

The association sells its extra choice fruit under the Sunkist Highway brand; choice fruit under the Red Ball Big Chief brand; and orchard-run fruit under the Angora brand.

ASSOCIATION SELLS DATES FOR ITS MEMBERS

Recent advices from the Deglet Noor Date Growers' Association, Inc., Indio, Calif., show 850,000 pounds of dates handled in the 1928-29 marketing season and total sales of \$228,208. The association operates a packing house and sells its product to retailers. It was organized in 1919. In 1924 there was a membership of 32, in 1928 the number had increased to 68, and at present stands at 71. No other product is handled. Sales for some of the years have been as follows: 1924, \$48,097; 1925, \$47,444; 1927, \$140,000; 1928, \$228,208. During the 1928-29 season the association expended \$3,800 for advertising.

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MICHIGAN ASSOCIATION SELLS FRUIT AND POTATOES

A group of Michigan farmers near Shelby united in 1919 to organize the Shelby New Era Cooperative Association to market their fruit and potatoes. The association agreed to grade, pack and market a long list of fruits for its members on a commission basis. During the years the membership has ranged from 135 to 150, all farmers. In the 1922 season the association shipped 300 cars of miscellaneous fruits and 50 cars of potatoes. The volume of business for various years has been as follows: year ending May 31, 1921, \$125,000; 1922, \$175,000; 1923, \$225,000; 1924, \$225,000; 1925, \$220,000; 1926, \$310,000; 1928, \$175,000; 1929, \$206,000.

The association has share capital outstanding to the amount of \$26,300. and a surplus of \$3,280.

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OLIVE GROWERS EXCHANGE AT SACRAMENTO

One hundred three olive growers make up the membership of the California Olive Growers' Exchange, Sacramento, formed in 1927 to market olives and serve as a clearing house for its members. It is a nonstock, nonprofit, cooperative association. The members have organized local units in order that they may collectively receive, grade, store, and ship their olives under the direction of the Exchange. These local units are also nonstock, nonprofit associations. Deductions are made from sales on a tonnage basis to cover expense of operating the receiving stations. Any surplus is distributed to growers pro rata. There are now five local units.

Sales for the first year of operation, ending August 15, 1928, amounted to \$80,000. The picking and delivery season begins about October 1, and continues till about May of the following year.

Members are under a contract to deliver their olives to the Exchange for a period of 10 years, ending 1936.

ASSOCIATION BARGAINS FOR SALE OF MILK

Following many conferences between the interested parties, the Scioto Valley Cooperative Milk Producers' Association, Columbus, Ohio, has completed negotiations for the sale of milk to a company manufacturing a special infant food. At present the company requires about 25,000 pounds of high quality, inspected milk per day at its Marysville plant, and the association has arranged to transfer the milk from 56 producers on three routes from Columbus. Under the terms of the agreement the 56 producers will receive at least Columbus net prices, also association testing service and the guarantee of a permanent inspected market.

The Scioto Valley Milk Producers' Association is a price bargaining association, serving about 3,000 milk producers. In its first year of operation, 1923-24, it negotiated for the sale of 112,142,910 pounds of milk, with a value of \$2,573,270. In 1925 the value of the milk sold by members was reported as \$1,978,100; in 1926, \$2,402,418; and in the 1928-29 season, approximately \$2,225,000.

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AGREEMENTS BETWEEN MILK ASSOCIATION AND DEALERS

Following a series of conferences with buyers, the Inter-State Milk Producers' Association, Philadelphia, Pa., announced that the basic price would be paid for all milk during October, November and December of this year. The conferees also reached an agreement on the proposition that each farmer should be allowed to make a new basic quantity of milk this fall, in view of many changes and varying circumstances. After discussion and argument it was agreed that the basic quantity for each producer during 1930 should be the higher of either (1) the average production during October, November and December, 1929, or (2) the basic quantity established on the three-year plan previously outlined.

In case the dealers receive more milk than they can dispose of as fluid milk and table cream, they will pay the farmers the basic price for such portion as they sell for fluid milk and table cream, and the surplus price for the remainder, the percentages to be determined by the milk arbitrator from the records.

The Inter-State Milk Producers' Association is proposing certain changes in its by-laws. One of these provides that members temporarily out of the dairy business may retain their memberships, but when they permanently discontinue dairying their names will be dropped from the rolls automatically, after a suitable length of time.

The annual meeting of the association is to be held in Philadelphia, November 19 and 20, 1929.

STEADY GROWTH OF CALIFORNIA CREAMERY

In the 16th year of operation ending August 31, 1929, the Harmony Valley Creamery Association, Harmony, Calif., made 1,806,611 pounds of butter, exceeding all its previous records. Butter sales amounted to \$858,485, and producers received \$756,116 for their butterfat. Growth of the association during the past 16 years is indicated by the following record of butter made:

1917-18 . . .	239,686 lbs.	1923-24 . . .	772,585 lbs.
1918-19 . . .	288,314 "	1924-25 . . .	1,325,058 "
1919-20 . . .	467,074 "	1925-26 . . .	1,337,065 "
1920-21 . . .	560,589 "	1926-27 . . .	1,393,943 "
1921-22 . . .	683,998 "	1927-28 . . .	1,604,784 "
1922-23 . . .	842,992 "	1928-29 . . .	1,806,611 "

Besides making butter the association also makes cheese, and for some years handled eggs and livestock. Sales in the various departments for some of the years are reported as follows:

Year ending Aug. 31	Butter sales	Cheese sales	Egg sales	Livestock sales	Total sales
1921	\$230,737	\$39,092	\$2,562	\$2,786	\$274,177
1922	267,333	21,843	1,866	2,881	293,923
1924	334,065	3,630	2,093	2,899	342,687
1925	604,080	8,509	2,701	6,976	622,266
1926	618,264	8,642	3,035	6,667	636,608
1927	631,332	- - -	1,988	- - -	- - - -
1928	736,933	12,748	3,683	- - -	- - - -
1929	858,485	* 2,144	- - -	- - -	- - - -

* Profits on cheese sales.

Early in 1929 the association had 187 members. About 10 per cent of its business is done with nonmembers.

At the close of the fiscal year the plant and equipment had a depreciated value of \$33,882, the members' certificates of interest in the association amounted to \$43,894, the reserve fund contained \$10,323, and \$20,543 was available for distribution to members as a patronage dividend on the operations of the 1928-29 season.

BIG CHECKS FOR CREAM PRODUCERS

Twenty-four patrons of the Elbow Lake Cooperative Creamery Association, Elbow Lake, Minn., received cream checks amounting to more than \$1000 in 1928. The largest sum paid any one patron for cream was \$2,575; the second largest, \$2,008; the third, \$1,932; two other patrons received more than \$1,500; and two, more than \$1,400.

The quantity of cream received was 689,749 pounds, from which 251,269 pounds of butter was made. Sales of butter, cream, buttermilk, ice cream, etc., amounted to \$118,078. Patrons received an average price of 51.09 cents for No. 1 butterfat. Cost of manufacturing was 3.14 cents per pound.

The Elbow Lake Creamery was organized in 1912. Records for the early years are not available. In 1922 its business amounted to \$47,000; the following year it had 79 shareholders and the business came to \$54,000; the figure for 1924 was \$45,147; and for 1925, \$53,772.

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VIRGINIA COOPERATIVE SERVES 400 PRODUCERS

One of Virginia's large cooperatives is the Valley of Virginia Milk Producers' Association, Inc., Harrisonburg, organized in 1922 after the Extension Service had made a survey and reported that the farmers of Rockingham and Shenandoah Counties were producing large quantities of milk but were receiving lower prices than the farmers in other parts of the state. After some preliminary difficulties the association began to make progress. It developed new markets for milk, cut down expenses, and began paying its members better prices for milk.

In less than five years the association finished paying for its plant which represented an investment of about \$50,000. Now it is planning to enlarge the present building, install additional equipment, and rearrange the interior, so as to make the plant more efficient as well as thoroughly modern.

The association transacts wholesale business only. While it formerly handled mostly whole milk, it now sells sweet cream, condensed skim milk, powdered skim milk, and some whole milk.

In 1923-24 sales of dairy products amounted to \$241,515; in 1926-27, to \$242,957, and in 1927-28 to \$297,337.

The items making up total sales for the 1927-28 year were as follows: sweet cream, \$212,143; fluid milk, \$18,282; whole condensed milk, \$14,963; powdered skim milk, \$12,267; sour cream, \$10,089; butter, \$6,233; condensed skim milk, \$22,247; skim milk, \$1,114. Net earnings for the year were \$9,750.

The membership has ranged in the vicinity of 700. Early in 1928 more than 400 producers were using the association as their marketing agency.

SALES AGENCY FOR DAIRY FARMERS

The Northwestern Cooperative Sales Company, Wauseon, Ohio, serves as a sales agency for about 4,000 milk producers residing in 10 Ohio counties. The city of Toledo is the chief market and of the milk sold there, from 75 to 100 per cent is sold as fluid milk, depending upon the season of the year. Unused fluid milk goes into manufacturing channels.

In addition to the fluid milk business the association operates 14 cooperative cream stations where it collects and ships sour cream for churning. This department, the management reports, has been successful. By handling large quantities of cream of superior quality the association has secured favorable prices, and by keeping the handling costs to the minimum, it has been able to return to the producers good prices for their butterfat. Cream stations have been established in areas producing large quantities of milk. The cream delivered by producers is moved into the channels of trade with the minimum of expense for handling.

A third line of effort has been in selling the milk of producers who live in territory near the large condensaries. While the association has little influence on prices in this territory, it has been able at times to point out to the condensary buyers certain local conditions of supply and demand which called for somewhat better prices locally.

One important line of service is that of securing correct weights and tests for members at all buying plants. Both members and buyers appreciate this work and the confidence which it inspires.

About three years ago the association outlined a program of general education for better production, and has been working along this line ever since. At present this effort is beginning to bear fruit in a number of places. The program is a broad one, covering farm cost surveys, farm records on a limited number of farms for a period of years, special dairy improvement work, a quality program, an even-production program, and various other lines, the program to be carried out with the aid of the State University, the county agents, Smith-Hughes teachers, business men, and all milk buyers.

The Northwestern Cooperative Sales Company was organized in 1919. Its sales for some of the years (ending August 31) have been as follows:

1922 \$	852,118	1926 \$	565,700
1923	1,250,000	1927	993,200
1924	978,466	1928	1,410,100
1925	722,900	1929	1,339,800

OHIO ELEVATOR COMPANY GRINDS AND MIXES FEEDS

The Spencer Equity Exchange Company, Spencer, Ohio, is building up a substantial business in grinding and mixing feeds, thereby rendering valuable service to its 400 patrons. This is in addition to its elevator, and coal and feed business.

Reports for the past year show sales of \$158,941 and net earnings of \$2,938. In the past eight years the net earnings have amounted to \$19,969, with an average of \$2,496 per year.

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AN ACTIVE GRAIN MARKETING ASSOCIATION

Nearly \$200,000 has been paid to the stockholders of the Hatton Farmers' Elevator Company, Hatton, N. Dak., in dividends since 1915. This association handled 546,966 bushels of grain during the 1928-29 marketing season. More than half of this amount was wheat, more than one-fifth, barley, and the rest flax, oats, rye, and buckwheat. The company also handled 71 cars of coal. Gross earnings for the business year were \$28,319, and expenses, \$13,166, leaving \$15,153 as net earnings from operation.

Outstanding capital stock at the close of the year was \$18,950 and surplus was \$14,349. There was a reserve for depreciation of \$12,531. This association was organized in 1902. Since 1918 it has handled more than 6,600,000 bushels of grain. About 64 per cent of the total was wheat, 13 per cent was barley and 5 per cent, oats. The number of each of the different grains handled was as follows:

Year ending June 30	Wheat	Barley	Oats	Other grains	Total grain
	(Bushels)	(Bushels)	(Bushels)	(Bushels)	(Bushels)
1918*	535,929	123,106	30,205	1,020	720,260
1919*	441,857	175,244	32,818	38,926	688,845
1920*	283,974	59,369	36,837	79,924	460,104
1921**	333,329	40,205	15,722	106,497	495,753
1922**	358,684	28,515	10,035	91,630	488,864
1923**	401,669	25,769	19,228	247,104	693,770
1924**	319,478	36,577	30,348	164,482	550,885
1925#	398,422	64,131	54,980	115,650	633,183
1926#	313,337	70,414	49,235	50,923	483,909
1927#	260,875	83,521	20,620	87,630	452,646
1928#	275,173	70,092	9,324	84,361	438,950
1929#	322,189	114,570	21,902	88,305	546,966

* Grain received

** Grain sold.

Grain handled.

NINETEEN YEARS OF PROGRESS IN ILLINOIS

In its nineteenth year, ending September 30, 1929, the Watseka Farmers' Grain Company, Cooperative, Watseka, Ill., handled grain and merchandise to the value of \$420,065. Of this total the sum of \$257,934 came from the sale of 201,818 bushels of corn, 175,187 bushels of oats, and 21,342 bushels of wheat and rye; and \$162,131 came from the sale of merchandise, including coal, feed, seeds, tile, and implements. The retail business alone amounted to about \$550 a day. Net income for the year was \$16,570, of which \$1,123 went for Federal income tax, \$3,500 for dividends, \$3,500 for patronage refunds, and the balance of \$8,447 was added to surplus. The company has capital stock outstanding to the value of \$31,200, it has issued trust fund certificates for \$18,750, and has a surplus of \$41,595, giving a net worth of \$91,545. During the 19 years the company has paid cash dividends amounting to more than \$44,000. Its land, buildings and equipment have a depreciated value of \$28,803.

The growth of this enterprise year by year is shown by the following figures:

Year ending Sept. 30	Grain sales		Merchandise sales*	Total	Net worth
	Bushels	Value			
1909-10	262,665	\$130,863	\$ 8,424	\$139,287	\$11,996
1910-11	350,025	143,639	13,461	157,100	11,287
1912-13	267,745	118,811	15,018	133,829	12,991
1913-14	355,543	184,322	14,567	198,889	21,449
1914-15	347,867	191,355	18,332	209,687	22,921
1915-16	333,332	184,441	20,813	205,254	24,890
1916-17	375,227	279,205	29,648	308,853	39,624
1917-18	448,505	407,694	49,432	457,126	47,250
1918-19	462,301	513,218	60,721	573,939	49,723
1919-20	206,877	246,716	70,434	317,150	50,400
1920-21	434,244	230,451	94,192	324,643	40,721
1921-22	375,470	206,102	93,516	299,618	45,405
1922-23	412,687	237,160	126,401	363,561	53,291
1923-24	465,494	272,638	116,768	389,456	60,146
1924-25	292,631	234,443	141,282	375,725	64,333
1925-26	336,623	190,130	134,071	324,201	73,695
1926-27	362,577	213,435	133,511	346,946	74,295
1927-28	270,722	139,342	162,117	351,459	83,886
1928-29	398,347	257,934	162,131	420,065	91,545

* Coal, seed, feed, tile, implements, etc.

COLORADO BEAN GROWERS OPERATING FOUR WAREHOUSES

The Colorado Bean Growers' Warehouse Corporation, Denver, Colo., is operating four warehouses located at Weldona, Fruita, Fowler, and Calhan. It reports a business of \$155,000 for the year ending September 1, 1929, compared with \$85,000 the previous year. This corporation, a subsidiary of the Colorado Bean Growers' Association, was formed in 1927 to acquire and operate warehouses for handling beans and other farm products, also to deal in feeds, fertilizers, coal, and supplies of various kinds. At the close of the fiscal year the four warehouses had a depreciated value of \$17,120, the reserve deductions from growers for purchase of warehouse stock totaled \$17,273, capital stock outstanding amounted to \$210, held by the Colorado Bean Growers' Association. Net earnings for the year were \$1,035.

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FARMERS' ELEVATORS IN OHIO REPORT

Two hundred fifty farmers' elevators or exchanges are operating in Ohio, according to a recent study by B. A. Wallace of the Department of Rural Economics, Ohio State University. The annual business of these enterprises is estimated at \$40,000,000. In good grain years total business is somewhat larger than \$40,000,000, and in poor grain years it is less.

Conclusions based on a detailed examination of the business activities of 119 associations operating 138 elevators during 1928 are given. Eighty-nine of the associations started the year with surpluses that amounted to \$946,161, and 25 associations began the year with deficits amounting to \$188,673. The average surplus for the 89 associations with surpluses was \$10,631 and the average deficit for the 25 associations with deficits was \$7,546. The average book value of each \$100 of capital stock for all the associations, was \$138.60.

During 1928 eight out of each nine of the associations made gains and one out of each nine lost. The earnings amounted to \$458,520 and the losses to \$24,301. The excess of gains over losses was \$434,219.

Of the total gross earnings, 83.6 per cent came from grain and merchandise and 16.4 per cent from services performed. This means that approximately \$1 out of every \$6 of earnings was derived from services. Expenses averaged \$12,596 per association. Net earnings amounted to \$2 out of every \$9 of gross earnings.

In the case of 88 associations data for the years 1924 and 1928 were compared. During the four-year period the book value of each \$100 of capital stock increased 12.6 per cent and net worth increased from \$2,463,292 to \$2,903,246.

FARMERS BUY PETROLEUM PRODUCTS COOPERATIVELY

Sales by the Murray County Cooperative Oil Company, Slayton, Minn., were \$68,090 for the year ending May 31, 1929. The larger items making up the total were gasoline, \$46,877; kerosene, \$10,043; lubricating oil, \$6,618, distillate, \$3,156. During the year the association handled 32 cars of gasoline, 9 cars of kerosene and 5 cars of distillate. This association was incorporated in June of 1926. At the close of its third business year it had 338 shareholders holding 575 shares of capital stock. Each \$20 share had a book value of \$36.76. Land, improvements, equipment, and fixtures had a depreciated value of \$12,943 on May 31.

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WISCONSIN COOPERATIVE OIL ASSOCIATION

Thirteen cooperative oil associations in Wisconsin sold 3,371,361 gallons of gasoline, kerosene, and lubricating oils during 1928. Total sales of the 13 companies amounted to \$500,119. Net earnings for all the associations for the year were \$23,409. The average percentage which net earnings were of sales was 4.7 per cent. However, the percentage for the various associations varied greatly. One organization reported net earnings which were 18.2 per cent of sales. The percentages for some of the other associations were 6.9 per cent; 6.2 per cent; 5.6 per cent; 4.4 per cent; 4 per cent; 3.7 per cent; 2 per cent; and 0.2 per cent. One association broke even on the year's business, and three associations sustained losses instead of net earnings.

Data from 8 cooperative oil companies operating in 1926 indicate total sales of \$376,237. Ten companies in 1927 sold petroleum products to the value of \$336,427.

Total quantity of products sold in 1926 amounted to 2,104,225 gallons and the quantity sold in 1927 was 2,601,762 gallons. Sales for 1926 were 13.9 gallons per dollar of investment. In 1927 they were 14.8 gallons per dollar of investment and in 1928 they were 15.7 gallons.

In 1926 sales were 2.5 times the investment in the eight active companies. In 1927, sales were 2.2 times investment and in 1928, 2.3 times. The net profit per gallon was 1.4 cents in 1926, 1.0 cents in 1927, and 0.7 cents in 1928.

PLANNING TO TEACH COOPERATION IN ALBERTA SCHOOLS

All Alberta schools may have courses in cooperation if the plans of the new Alberta Cooperative Council can be carried out. This Council is made up of representatives of the United Farmers of Alberta, the provincial pools, the Cooperative Wholesale, and the Wheat Surplus Fund. It proposes to formulate definite cooperative educational policies, including courses in all the schools of the province, and the organization of schools or training classes to deal with various technical problems.

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ARKANSAS TO HOLD SCHOOL OF COOPERATION

A five-days school of cooperation, sponsored by the University of Arkansas, is scheduled for November 4 to 8, inclusive, each day's school to be held at a different point. Speakers connected with the State cooperative extension work, and with the U. S. Department of Agriculture, will give the lectures. Among the subjects to be discussed are: Development in Cooperative Marketing, Organization and Operation of Commodity Associations, Handling and Marketing the Sweet Potato Crop Cooperatively, Aims and Progress in the Cooperative Marketing of Cotton, Advantages in Large-Scale Marketing Associations, Cotton Classing.

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COOPERATION IN RUSSIA DURING THE WAR

"The Cooperative Movement in Russia During the War," is a new volume in the Economic and Social History of the World War, published for the Carnegie Endowment for International Peace. It is the joint work of two authors, Professor Eugene M. Kayden, of the University of the South, and Professor A. N. Antsiferov, of the University of Prague.

Professor Kayden takes up the subject of consumers' cooperation, beginning with the early history and tracing the development of the idea and the ways in which it was adapted to meet varying conditions. Special attention is given to the remarkable development during the war when the consumers' cooperatives "seemed the only assembling and distributing agency of a public character remaining in the open," and served so efficiently, even to the remotest provinces of the Empire.

The second section of the book, by Professor Antsiferov, covers the development of cooperation during the same period from the standpoint of credit and agriculture. The story is similar, small beginnings and slow growth for some years, then increased activity along certain lines during the years of warfare and revolution. In the latter period the cooperative credit movement was especially helpful in checking oppressive forms of money lending and in establishing cooperative credit. One chapter tells of the agricultural cooperatives of Siberia, notably the creameries.

REPORTED BY THE ASSOCIATIONS

The Franklin Cooperative Creamery Association, Minneapolis, Minn., is using electric trucks for delivering milk in the residential sections. These trucks are considered economical besides being quiet and sanitary, making them more desirable for certain routes. A recent picture shows a fleet of eight electrics.

Members of the Arkansas Cotton Growers' Cooperative Association, Little Rock, who sold their 1928 long-staple cotton through the association have now received settlement. While the demand for this class of cotton is limited the association has opportunities to secure premiums for the producers, and proposes to handle such cotton on the same basis this year.

During the past year the Port Huon Fruitgrowers' Cooperative Association, Ltd., Hobart, Tasmania, has erected a commodious and modern cold storage plant at Port Huon with a capacity of 65,000 cases of fruit. The quantity of fruit shipped overseas from southern Tasmania was 842,000 cases, compared with 2,500,000 cases the previous year. Of this quantity the Port Huon association shipped "a large proportion."

Members of the Peanut Growers' Association, at its annual meeting in Suffolk, Va., August 14, adopted a plan for organizing a new peanut growers' association. Under this plan the new association, which will have both common and preferred stock, will be owned and controlled by the old association, and will handle peanuts consigned for storage and sale by either members or nonmembers. It is proposed to discontinue the present pooling plan.

In its first 15 months of operation, ending June 31, 1929, the Pacific Slope Honey Company, Seattle, Wash., sold honey to the value of \$106,616 for the two associations which it serves as a sales agency. The two member associations are the Mountain States Honey Producers' Association, Boise, Idaho, and the Western Washington Beekeepers' Association, Seattle. Each owns half of the capital stock in the sales agency. In addition to selling honey the company proposes to buy containers for the honey producers.

Four car loads of purebred rams from the Province of Ontario were recently shipped to the western provinces for crossing with the native fine wool sheep to produce more of the medium grades of wool. These rams, numbering approximately 275, were Lincolns, Cotswolds, Leicesters, Hampshires, Southdowns, and Cheviots. All were selected by officials of the Canadian Cooperative Wool Growers, Ltd. Similar stock has been shipped for the same purpose for several years, but in smaller numbers. Practically all the animals were yearlings.

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